

## Message Text

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PAGE 01 CANBER 04461 090152Z  
ACTION EB-08

INFO OCT-01 ARA-14 EA-12 ISO-00 CEA-01 CIAE-00 COME-00  
DODE-00 FRB-01 H-02 INR-10 INT-05 L-03 LAB-04  
NSAE-00 NSC-05 PA-02 CTME-00 AID-05 SS-15 STR-07  
ITC-01 TRSE-00 ICA-20 SP-02 SOE-02 OMB-01 DOE-15  
/136 W

-----126569 100219Z /64

R 090027Z JUN 78  
FM AMEMBASSY CANBERRA  
TO SECSTATE WASHDC 3483  
INFO AMEMBASSY BRASILIA  
AMCONSUL BRISBANE  
AMCONSUL MELBOURNE  
AMCONSUL PERTH  
AMCONSUL RIO DE JANEIRO  
AMCONSUL SYDNEY  
USLO PEKING

UNCLAS CANBERRA 4461

E.O. 11652: N/A  
TAGS: EMIN, ETRD, AS, CH, BR  
SUBJ: AUSTRALIA SEEKS CHINESE MARKETS FOR IRON ORE

REF: CANBERRA A-094 (NOTALL

1. ON JUNE 18, SIX AUSTRALIAN IRON ORE PRODUCERS AND STEEL  
MANUFACTURERS WILL BEGIN A THREE-WEEK VISIT TO CHINA TO SEEK  
MARKETS FOR IRON ORE. THIS MISSION FOLLOWS A VISIT TO CHINA  
IN APRIL BY AUSTRALIAN MINISTER FOR INDUSTRY AND COMMERCE  
LYNCH.

2. WHILE IN CHINA, MR. LYNCH HAD TALKS WITH CHINESE VICE  
MINISTER FOR METALLURGY, WHO BRIEFED LYNCH ON CHINA'S PLANS  
TO EXPAND STEEL PRODUCTION. BOTH AGREED ON AN IMMEDIATE  
FOLLOW-UP IRON AND STEEL TRADE MISSION.

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3. ALTHOUGH PROSPECTS OF INCREASED SALES TO CHINA HAVE  
BROUGHT A SPARK OF LIFE TO IRON ORE INDUSTRY, THE BATTLE  
FOR THE CHINESE MARKET IS ONLY BEGINNING. FOLLOWING THE  
AUSTRALIAN TRADE MISSION WILL BE A BRAZILIAN TRADE  
MISSION, POSSIBLY OFFERING MORE ATTRACTIVE PRICES THAN  
THE AUSTRALIANS. BOTH MISSIONS HAVE THEIR TARGETS SET

ON THE NEW SHANGHAI STEEL WORKS, DUE TO BEGIN OPERATION  
IN MID-1980S AND CONSUMING 20 MILLION TONNES OF ORE A  
YEAR.

4. IN FY77, AUSTRALIA SHIPPED 3.1 MILLION TONNES OF  
ORE WORTH MORE THAN A DOLS 30 MILLION TO CHINA. BEST  
ESTIMATES AVAILABLE TO US INDICATE THAT THIS REPRESENTED  
UP TO 20 PERCENT OF CHINA'S TOTAL IRON ORE CONSUMPTION.  
ACQUIRE

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** MARKETS, IRON, TRADE PROMOTION  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 09 jun 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978CANBER04461  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
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**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Page Count:** 2  
**Previous Channel Indicators:** n/a  
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**Previous Handling Restrictions:** n/a  
**Reference:** 78 CANBERRA A-94  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 29 mar 2005  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** N/A  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2422681  
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**Subject:** AUSTRALIA SEEKS CHINESE MARKETS FOR IRON ORE  
**TAGS:** EMIN, ETRD, AS, CH, BR  
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**Type:** TE  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014